

## Message Text

UNCLASSIFIED

PAGE 01 STOCKH 01418 110839Z  
ACTION EUR-12

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-----079384 112003Z /43

R 101525Z APR 78  
FM AMEMBASSY STOCKHOLM  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 3511

UNCLAS STOCKHOLM 1418

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJ: FOREIGN BUYER PROGRAM: US VISIT OF MESSRS. FRITZ BERGLUND  
AND TORBJOERN BERGLUND OF ING. FIRMS F. BERGLUND AND CO. AB

1. WE HAVE ISSUED A COMMERCIAL INVITATION TO MESSRS. FRITZ BERGLUND, MANAGING DIRECTOR, AND HIS SON TORBJOERN BERGLUND OF ING. FIRMS F. BERGLUND & CO. AB, BOX 75, S-781 00 BORLAENGE, SWEDEN.

2. ING FIRMA F. BERGLUND AND CO. AB IS A SMALL FAMILY-OWNED IMPORTER/AGENT/DISTRIBUTOR AND ENGINEERING FIRM, WHICH SUPPLIES EQUIPMENT AND DEVICES FOR THE MAINTENANCE AND SERVICE OF WATER PIPELINES. IT REPRESENTS SOME FOREIGN FIRMS. ESTABLISHED IN 1968, THE FIRM HAS A VERY GOOD BUSINESS REPUTATION AND HAS ALWAYS MET ITS PAYMENTS PROMPTLY, ACCORDING TO LOCAL CREDIT SOURCES. RECOMMENDED TRADE CONTACT, ALTHOUGH BECUSE OF THE LIMITED SIZE OF THE FIRM, NORMAL BUSINESS PRECAUTIONS SHOULD BE OBSERVED.

3. MESSRS, BERGLUND ARE INTERESTED IN IMPORT/AGENCY AGREEMENTS AND ARE SEEKING US SUPPLIERS OF:

- A) DEVICES TO TEST FOR LEAKS IN WATER PIPELINES UNDER A PRESSURE OF 2-25 KILOGRAMS PER SQUARE CENTIMETER;
- B) FLOW AND TEMPERATURE MEASURING INSTRUMENTS FOR PIPELINES

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- AND VENTILATING DUCTS;
- C) INSTRUMENTS FOR MEASURING NOISE LEVELS.

A TRADE OPPORTUNITY PREPARED ON MARCH 7, 1978 HAS NOT YET RESULTED IN ANY NEW BUSINESS.

4. MESSRS. BERGLUND ARE EXPECTED TO ARRIVE IN NEW YORK ON

MAY 3 FOR 2 WEEKS. ITINERARY: DULUTH MN MAY 4-7; MINNEAPOLIS MN MAY 8-14; AND NEW YORK CITY MAY 15-17. THEY PLAN TO VISIT THE USDOC'S DISTRICT OFFICES IN MINNEAPOLIS MN AND NEW YORK CITY.

5. MAILING ADDRESS: C/O F. SHOBERG, 914 WEST 5 STREET,  
DULUTH MN 55806, PHONE (218) 722-0717.

6. PLEASE DO NOT PUBLICIZE THIS VISIT. BERGLUNDS' FIRM REPRESENTES CHERNE INDUSTRIAL INC., EDINA, MN AND IS ONLY SEEKING COMPLEMENTARY ITEMS.  
KENNEDY-MINOTT

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
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**Concepts:** n/a  
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**Decaption Date:** 01 jan 1960  
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